



INTERNATIONAL SOCIETY OF ANTIQUE SCALE COLLECTORS

# Chairman's Newsletter

Number 27. July, 1985.

## NEW DIRECTIONS.

This particular Chairman's Newsletter carries with it news of utmost importance having to do with the future of our society. It has been evident in recent years that our growth seems to continue unabatedly; today our membership is at the approximate 300 mark and the end is nowhere in sight. Concurrent with our growth in membership has been an increase in the workload necessary to administer the affairs of our society, a workload that simply has become too much for a very small cadre of volunteers to handle. After considerable deliberation on the matter, your officers have concluded that the answer to our needs is a decentralized modus operandi.

Consequently, this past May in Oxford, your president, bearing the proxies of officers Bob Miller and Tod Carley, met with Michael and Diana Crawforth, Doug Dallimer, Bob Holdaway, and Gerry Chellingworth, at which time all present agreed that two ISASC chapters should be formed, one to be designated the European Chapter, comprising UK/European members and those from countries other than the U.S. and Canada, and one to be designated the North American Chapter, comprising U.S. and Canadian members.

Each chapter would be headed by a Chairman, who, in turn, would appoint an operating committee, and each chapter would be virtually 100% autonomous in all administrative respects. Its functions would include preparation

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and maintenance of business papers and forms; maintenance of all member records; recruiting member prospects; processing prospect inquiries; processing new members; dues billings and collections; quarterly mailings of EQM and other materials; preparation and mailing of quarterly Chairman's Newsletter with editorial content mainly directed to the chapter constituency; preparation and distribution of annual chapter membership directory and quarterly supplements; sponsorship and management of chapter conventions, auctions, and the like; and maintenance of chapter funds and all fiscal transactions attendant thereto.

What would not change is the quarterly printing of EQM. As in the past, EQM will continue to be printed in the U.S. and mailed to U.S./Canadian members on an individual basis. However, as of each printing, the European Chapter will order a specified number of copies to take care of its members' needs (and to maintain a small inventory of back issues), and each such order will be shipped airmail in bulk to the European Chapter office which, in turn, will mail them (along with a Chairman's Newsletter and other enclosures as may be pertinent from time to time) on an individual basis to its members. To complete the procedure, the European Chapter will remit to ISASC/U.S. its pro-rata share of the costs of EQM (editor's fee and expenses, printing, shipping). As should be evident, this procedure will enable European Chapter members to receive EQM within 10 days to two weeks of printing, rather than the present 8 to 10 weeks.

Moreover, ISASC's library will continue to be maintained in the U.S., and its list of offerings updated regularly and provided the European Chapter office for distribution to its members. A simple procedure for placing orders is being formulated and will be disseminated to European Chapter members prior to the end of the year.

An important benefit integral to the formation of the European Chapter is the continuation of the practice whereby European members do not have to incur costly bank charges or currency conversion charges. This has been accomplished during the last two years through the facilities of the Euro- and UK-Treasurers' offices, operated by Gerard Houben and Doug Dallimer respectively. These two offices now have been eliminated, and in their stead a European Chapter bank account will be established to handle



members' financial transactions and particularly the payment of dues. More information regarding this practice will be forthcoming prior to the end of the year.

AND ON THE SAME SUBJECT...

At the May meeting in Oxford, the officers present appointed Doug Dallimer to the post of Chairman of the European Chapter, and when Doug accepted, the action became official. During the next several months, the president's office will provide Doug with chapter membership records, artwork for the printing of Chapter business papers and forms, and (most importantly) the European Chapter's pro-rata share of ISASC's net cash assets. This will enable the Chapter to begin its activities on a sound fiscal footing. Moreover, in mid-October, the European Chapter will bill its members for 1986 dues, thereby providing operating expenses for the coming year, including the funds needed to pay for its four-times-yearly EQM order.

All in all, while the transition will take some doing, and while it's likely that some unexpected (but manageable) problems will arise, we believe this action will serve to allow ISASC to function more effectively in the future.

During the balance of 1985 and probably through 1986, your president will, in effect, serve as the North American Chapter Chairman and continue to administer the affairs of the approximate 200-member U.S./Canada contingent. However, the plan for the future is to appoint a North American Chapter Chairman who, with the assistance of an operating committee, will take over most of my president's responsibilities. At that time, it would be my intention to resign as president and, in accordance with our by-laws, conduct an election for a successor.

AND NOW, ABOUT OUR FISCAL CONDITION.

At this critical juncture in our history, it should be pointed out that at the end of 1985, our estimated net worth will be \$11,000. In the past

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few months an occasional question has been raised by European members regarding (1) the propriety of the amount of our annual dues, currently \$35, and (2) the seemingly abundant amount of our cash assets. The inter-related answer to both these questions (in any event, most valid ones) is this: When ISASC first was formed, and continuing through to the present, much of the cost of operating our society was assumed by me with the aid of the resources of my firm. Also, from the time EQM was first published, I was able for three or four years to prevail on our firm's suppliers to print it at no charge.

During those beginning years it seemed to me that (1) we could not rely on the resources of my firm forever, and (2) in a matter of time we would have to pay for the printing of EQM. Taking those factors into account and coupling them with a philosophy based on the premise that any business or organization should maintain a cash reserve approximately equal to one year's operating budget, we took steps to build a reserve accordingly.

Today, our predictions seem to have come true. Taking into account (1) the cost of maintaining autonomous chapters in Europe and the U.S.; (2) the current need to pay for the printing of EQM (presently \$4,400 per year); and (3) the likelihood of my retirement/sale of my company in the foreseeable future, it's clear that ISASC must become self-supporting.

At present, our annual income is approximately \$11,000, representing \$9,800 in dues (280 members @ \$35) and \$1,200 in library profits (the latter varying somewhat from year to year). On the other hand, our annual operating expenses are between \$11,000 and \$12,000, of which \$7,500 is needed to cover EQM costs (fees, expenses, printing, mailing), with the balance needed for operational expenses. If we can stay at a break-even point, our dues can remain the same for the time being. However, if EQM or operating costs rise, it may be necessary to increase dues. In the interim, our estimated year-end assets of \$11,000 (approximately one year's operating expenses) will safeguard the immediate future and provide the European and North American chapters with reserves of approximately \$3,700 and \$7,300 respectively.



The foregoing pretty much sums up our fiscal condition, which I hope provides a clear picture of where we stand. At year's end we'll prepare a 1985 financial statement for member distribution.

#### AT LONG LAST, THE EQM INDEX.

Believe it or not, it's done, and well worth the wait. Diana Crawford did a herculean job of compiling it, it then was entered into our word processor (no small task), and then edited and re-edited by Diana. At the moment, it's being printed under Tod Carley's supervision in a format to match the look of EQM. In our opinion, the 72-page Index, 69 pages of which contain the alphabetical cross-referenced listings, is an absolute must for every collector, and especially those who are inclined to expand their knowledge of scales and weights.

To give you an idea of its contents, we've enclosed a four-page excerpt, two pages of which are sample listings. Best of all, your officers decided that because of its potential value to the membership, it should be sold at cost, and that it is. The price is a mere \$6.00 (plus \$3.00 for overseas airmail), and the enclosed order card will enable you to readily acquire one. (Overseas members, please note that you may remit payment by money order or bank draft in U.S. dollars, OR BY CASH, in the currency of your country, in the equivalent U.S. dollar amount.)

#### SCALES AND WEIGHTS BY THE GAVEL.

The auctioneer's gavel, that is. Member Karla Schenk-Behrens advises us that this coming December 4, in Essen, West Germany, her firm will conduct an auction sale of scales and weights. The cost of a catalog and remittance instructions are contained in the enclosed letter, and from what we're told about the quality level of Karla's auctions, the event is well worth looking into.

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## WEIGHT COLLECTORS, TAKE NOTE.

We've heard from coin dealer Scott Semans of Seattle, who tells us that he has a very large stock of Burmese/Thai animal weights (sometimes called opium weights), and occasionally has other types of weights such as Japanese "fundos." He also sells a book titled, "Opium Weights/Opium Gewichte" by Rolf and Ilse Braun, for \$27.50. If you'd like his current catalog (at no charge) or would like to deal with him directly, his address is: P.O. Box 15113, Seattle, WA 98115, U.S.A.; phone 206/526-1399.

## MISSIVES FROM AUSTRALIA.

In mid-May we heard from down-under member Ray Park about the England/European scale sojourn he and his wife Eileen had just concluded, and several weeks later we heard more about the trip from Eileen herself. It seems they had a marvelous holiday and returned home laden with no less than "six bags full" of acquisitions. Their bounty, as Ray tells it, came to 89 scales, including guinea and sovereign, postal, bread, grain, egg, dough, and a set of inspector's scales in its own suitcase-size case. Weights, also, they acquired, with the piece de resistance being a set (unmatched) of eight English porcelain weights from 14 lbs. down. Most of their new possessions were found in England, although several scales and weights were acquired in Italy and Germany, notwithstanding the Easter closing of most shops.

The highlight of their trip, in Ray's words, was meeting so many ISASC members, "all of whom treated us with the utmost hospitality and really made us welcome." Those the Parks met were Michael Crawforth, David Bierton, Henry Marris, David Matthews, and Geoffrey Newell, all of England, and Jaap Visser of Holland.

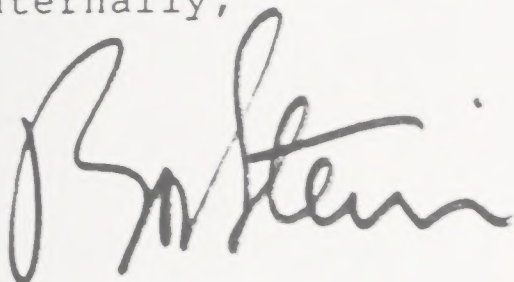
The Park collection now numbers more than 500 scales and several hundred weights, but these impressive figures didn't deter Ray from asking us to ask members with scales or weights to sell to please send him photos and prices. It seems there's no stopping him in his zeal for collecting!



AND IN CLOSING...

It seems most timely, what with the impending change in our organization structure, to thank Bob Miller as Vice President and Secretary/Treasurer, Doug Dallimer as U.K. Treasurer, and Gerard Houben as Vice President and Euro-Treasurer, for their unstinting efforts in our common behalf. All have resigned their aforementioned positions, although Doug will be taking on a new and most important job, and in due course we'll take proper steps to elect officers to the posts that have been vacated. Until my next Newsletter (which I promise will be considerably shorter), I remain,

Fraternally,

A handwritten signature in dark ink, appearing to read "Bob Miller". The signature is fluid and cursive, with a large initial "B" and a long, sweeping underline.

